

Message Text

UNCLASSIFIED

PAGE 01 NEW DE 11807 230555Z
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 /019 W
-----012022 230605Z /16
R 230414Z AUG 77
FM AMEMBASSY NEW DELHI
TO SECSTATE WASHDC 0000
INFO USDOC WASHDC

UNCLAS NEW DELHI 11807

E.O. 11652: N/A
TAGS: ETRD US IN
SUBJECT: WESTINGHOUSE GAS TURBINE BID

REF: NEW DELHI 11069

1. THE LATEST INFORMATION RECEIVED AUGUST 19 FROM
WESTINGHOUSE VICE PRESIDENT FOR POWER SYSTEMS LYNN SAUNDERS,
JUST PRIOR TO HIS RETURN TO HONG KONG, IS THAT BHEL HAS REQUESTED
YET ANOTHER EXTENSION OF BID VALIDITY FOR MAHARASHTRA AND KARNATAKA
GAS TURBINE CONTRACTS, TO SEPTEMBER 19.

2. SAUNDERS BELIEVES THAT WESTINGHOUSE POSITION NEITHER
IMPROVED NOR WORSENER BY EXTENSION, TO WHICH WESTINGHOUSE
WILL ACCEDE.

3. SAUNDERS CONTINUES OPTIMISTIC CONCERNING AWARD OF
ASSAM CONTRACT TO CANADIAN WESTINGHOUSE DESPITE FIAT
ATTEMPT AT PRICE CUTTING. HE DOES NOT BELIEVE JAPANESE
INTEREST IN FINANCING ASSAM GENERATING EQUIPMENT, MENTIONED
REFTEL CONSTITUTES PRESENT THREAT TO WESTINGHOUSE POSITION,
BUT ADMITS WOULD CHANGE POSITION DRASTICALLY IF,
BY ANY MISHAP, BIDDING WERE TO BE REOPENED FOR
ASSAM CONTRACT. CANADIAN HIGH COMMISSION AND EMBASSY
READY TO DEFEND WESTINGHOUSE INTERESTS IF ANY SUCH
ATTEMPT WERE TO BE MADE. GOHEEN
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
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Current Classification: UNCLASSIFIED
Concepts: PROPOSALS (BID), CONTRACTS
Control Number: n/a
Copy: SINGLE
Sent Date: 23-Aug-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Executive Order: N/A
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